

1.1. Existing solutions

The following alphabetic list of vendors currently market Computer Software: Contract Management Solutions. This list may not be exhaustive but does capture the predominance of Software providers. In addition to this list regional providers, niche vendors and custom solutions provided by contractor entities may currently be competing in this market space.

This is a press release describing how DCRI is utilizing one of these solutions from a contract management perspective.

<http://www.dicarta.com/html/news/pr/2003-12-15.cfm>

Oracle has recently acquired SiteWorks, a consultancy specializing in the problem space related to the SIG.

<http://www.siteworkssolutions.com/>

The following PDF is Oracle's summarization of the solution they have acquired.

http://www.oracle.com/industries/life_sciences/siteminder_trialminder_data_sheet.pdf

BIO-IT World article about Oracle's Conception of a solution

http://www.bio-itworld.com/news/020904_report4360.html

In addition to the Oracle products there are a number of emerging vendors that have offerings. Documentation from those vendors are not currently available via the internet as this market is very nascent.

Below are other existing vendors who are in the CMS solution provider space.

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Accruent is the leading provider of contract management solutions. The Company specializes in helping companies move contracts out from filing cabinets and into Accruent's flexible repository allowing users to quickly identify suppliers that are overcharging, and contracts for unwanted services and equipment that are automatically

renewing. Accruent's software is ideal for the financially disciplined executive who seeks tighter controls, better compliance and the ability to enforce negotiated terms and conditions. Accruent's solutions are used by more than 150 Fortune 1000 companies, including Pfizer, Consolidated Edison, Eaton Corporation, Viacom, Bristol Myers Squibb, and Rite Aid.

American Management Systems (AMS)

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AMS is a premier business and IT consulting firm. Known for its delivery and service excellence for more than 30 years, AMS offers a full-featured, Web-based contract management solution designed specifically for federal contractors. Called AMS Contract Management, the solution provides total control of the lifecycle from solicitation through contract closeout.

Determine Software

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DETERMINE Software is the leading provider of new Contract Performance Management (CPM) solutions for companies that want to quickly and effectively improve visibility and control across their enterprise-wide contract portfolio. The DETERMINE solution dramatically improves contract performance and compliance, while at the same time, identifying significant cost reduction opportunities and minimizing risk. Providing the fastest and easiest platform for transforming complex legal documents into actionable information and processes, the DETERMINE solution enables business executives to dramatically increase supplier and trading partner performance, by allowing them to focus on managing relationships instead of managing transactions. At DETERMINE, we are committed to pushing the frontiers of innovation to bring new ways of thinking and new solutions for managing contract performance and compliance. More importantly, we are focused on ensuring our customer's success one contract at a time.

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diCarta is the leading provider of enterprise contract management solutions that improve control and visibility across the entire contract lifecycle. diCarta Contracts enables companies to create better contracts, meet their contractual obligations, manage supplier compliance, and continually improve operations. Global 1000 companies such as ADP, Kraft, NBC, and Walgreens depend on diCarta.

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Whether you're a technology developer or licensee, or if you represent either side through legal counsel, it's important to know that you can reduce the risks of developing and licensing technology by safely and securely escrowing source code or other intellectual property with a third party escrow agent. Founded in 1982 by legal and technology professionals, DSI Technology Escrow Services, an Iron Mountain company, has grown to become the industry's leading provider of intellectual property protection services, with more than 45,000 clients worldwide, including three-fourths of the Fortune 500. Our successful approach hinges on our uncompromising commitment to principles and standards that are unique to DSI.

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Contraxx from Ecteon enables your organization to create, capture, manage, and analyze all of your business agreements. Contraxx is feature-rich, flexible, scalable, and secure; use it to create a total solution to your unique contract management needs. Ecteon has been developing contract solutions for over seventeen years; our Contraxx products and services embody this depth of experience.

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CONTRACT ADVANTAGE SUITE - Never miss a deadline or deliverable again. Track and manage all of your contracts in detail or at a summary level. Automatically alert your people to upcoming actions using our Email-based early warning system. Attach documents to your contract records, and track versions while negotiating and re-working your contract documents. Generate contracts using our contract builder, clause repository and document generator. Export your contract information to Excel, Word, XML and other formats. The Workgroup and Enterprise versions of our next-generation desktop and web-enabled software products are easy to use, powerful and provide great capabilities for all types and sizes of organizations.

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The ANSWER GWAC Center offers efficient, responsive, and professional support for all Information Technology acquisition needs by awarding and managing contracts that address the entire spectrum of IT. We provide several avenues for clients to access GSA's products and services through our diverse portfolio of contract vehicles: ANSWER, Millennia, ACES, Disaster Recovery, and Virtual Data Center.

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I-many Contract Manager™ Contract Manager includes a centralized, web-based, searchable repository where all contracts are stored for instantaneous search and view capabilities. The ability to create contracts from existing templates and clauses, and to edit and modify contracts as necessary is also included. The Contract Manager includes: • Ability to edit contracts in Microsoft Word™ • Role-based security • Advanced searching • Organization and categorization of contracts • Storage of key variable information related to contracts and trading partners • Approved clause library • Contract creation tools • Highly flexible and dynamic workflows • Redlining capabilities • Version control

- Automatic notifications related to contract expiration and renewal
- Collaboration (internal and external)
- Ability to “lock” templates and clauses

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I-many Compliance Manager™ Compliance Manager enables a company to compare actual transaction results against the terms and conditions of a contract to determine if the transaction conducted was in compliance with the intent of the contract. Compliance can include analyzing the products or services bought/sold, the quantities, prices (including elements that impact price), dates, quality/tolerances, delivery accuracy and any other definable, measurable terms outlined in a contract. The Compliance Manager monitors transactions “flowing” through other corporate systems and provides real-time notification of a non-compliant transaction and has workflows associated with managing those non-compliance transactions.

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Memba provide flexible and affordable Contract Life Cycle Management solutions that help companies enforce compliance to corporate standards and regulations; mitigate financial and legal risks inherent to poor contract management; and improve productivity by streamlining contract processes and making information instantly available. • Memba® Genesis™ is a desktop tool for authoring, reviewing and archiving contractual documents. • Memba® Context™ is a collaborative workplace for contractual relationships management.

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Nextance, Inc. provides enterprise software for managing contracts, commitments, and related business processes. Companies use Nextance software to create, store, and analyze contracts in addition to managing their rights and obligations. With Nextance, you can create contracts faster, collect revenues owed, eliminate overpayments, and reduce contractual risk.

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Upside Software is the leading provider of integrated solutions for Contract Management. UpsideContract, the company's flagship product, is the solution of choice for organizations of all sizes, from global enterprises to small business. It supports all industries and contract types, and provides exceptional visibility and control of any business process. Learn more by visiting our website at www.upsidesoft.com.